

SOLICITATION AMENDMENT

Solicitation No. VSP08-119

Amendment No: 2

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Solicitation Due Date: January 24, 2008 at 3:00 P.M. M.S.T.

Arizona Department of Veterans'
Services
Purchasing Office
4141 N. 3rd Street
Phoenix, AZ 85012
(602) 263-1814
(602) 222-6687Fax

Contact: Diana Martinez
Phone : (602) 263-1814

A signed copy of this amendment must be submitted with your Solicitation Response. This Solicitation is amended as follows:

1. The following questions have been submitted to ADVS and our responses are as follows:

Q.1. Will the Contractor be responsible for removing and disposing of the old beds?

A. 1. ADVS will be responsible for removing and/or disposing of the old beds.

Q.2. The RFP state 500lbs is the requirement for the beds. Can the Contractor provide beds of a maximum weight capacity of 350lbs.?

A.2. The RFP will be amended to change the weight capacity of the beds to 350lbs. ADVS has amended the RFP to have the Contractor propose a Bariatric bed that will accommodate from 350 to 500lbs.

Q.3. Can the Contractor provide a patient lift scale instead of the built in scale? Can the Contractor propose a bed which does not come with a scale?

A.3. No, the Contractor can not provide a patient lift scale instead of a built in scale. The RFP has been amended for the Contractor to propose a bed with and without a scale.

Q.4. Once beds are delivered the Contractor will be responsible for providing an In-service. How many times will the in-service be required?

A.4. The Contractor will be required to provide 2 in-services a day (1 day shift at 8:00 a.m. and 1 night shift at 4:30 p.m.) for 2 different days.

Q.5. Are you looking for low bed vs. a more acute bed?

A.5. ADVS is seeking a Hi-Low bed for a Long Term Skilled Nursing Care facility.

Q.6. Does the bed dimension stated in the RFP indicate the overall size with end panels and side rails attached?

A.6. Yes, the estimated measurements in the RFP indicates the overall size which includes the end panels and side rails. Also, the dimensions of the room were provided on Attachment B of the RFP.

Q.7. What is the weight capacity required for the mattress? What kind of mattress? Foam? Polyurethane? What length? 80"?

A.7. The weight capacity for the mattress will be 350lbs for a standard bed and 500lbs for a bariatric bed. The RFP has been amended to provide additional requirements for the mattress.

Q.8. Would ADVS prefer a locking mechanism in the casters to be one step?

A.8. ADVS does not have a preference on the casters as long as they meet the minimum requirements stated in the RFP.

Q.9. What height would the facility prefer to roll at? Many people are gravitating towards beds which roll at any height.

A. 9. ADVS is a skilled nursing home and do not transport residents on a bed as they do in a hospital environment.

Q10. The requirements for the height range of the bed are expansive. The trend in the market place is to move to what is called a "hi-low" bed. This refers to beds which lower below 12" and raise over 30". The newer beds available go down from 6 3/4" to 8" up to 30" inches. Is this where you want to be?

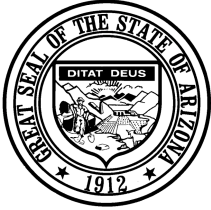
A.10. Yes, ADVS is seeking a "hi-low" bed.

Q.11. Is there any preference to what kind of surface is wanted on the bed deck? Grid, rib, or pan?

A.11. ADVS is seeking proposals for a bed deck that meet the demand for durability, longevity and provide comfort and maximum support to the ADVS Residents in a skilled nursing environment.

Q.12. Do you have loading docks available for these large deliveries?

A.12. No, ADVS does not have a loading dock. ADVS has a flat parking lot style area for unloading and loading. A forklift and 2 pallet jacks will be available for use by the Contractor.



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The solicitation is being amended, the following sections have been revised:

- a. Scope of Work, Section 3, Objective
- b. Scope of Work, Section 4, Specifications, Items 4.1, 4.2, 4.4 and 4.13
- c. Scope of Work, Section 5, General Requirements
- d. Price Sheet

2. The RFP, Scope of Work, Objective, Section 3, paragraph 2 is being amended to replace with the following:

The Intent of this Solicitation is to allow the ADVS to enter into a contract(s) with qualified individuals, organizations, and firms to provide 197 Hi-Low electric beds, 3 Bariatric beds and 200 mattresses for the residents for the Arizona State Veterans' Home (ASVH).

The Contractor shall provide 197 Hi-Low electric beds, 3 Bariatric beds and 200 mattresses to ASVH in accordance with the provision and requirements specified in the solicitation. These services will be used on an as needed, if needed basis.

The ADVS has a proposed budget for this project at \$573,000. The solicitation provides line item pricing for the Hi-Low and Bariatric beds with and without scales, head and foot boards and installation. The price proposal for option #2 on Amendment #2, Price Sheets pages 3 – 5 may exceed the proposed budget for a superior product. The ADVS will review option 1 and 2. Consequently, ADVS does not guarantee use of the proposed budget or revised budget under the resultant contract.

3. The RFP, Scope of Work, Specifications, Item 4.1 is being amended to add the following:

- b. Bed dimensions for Bariatric Bed must not exceed 93.5" L x 44.5"

4. The RFP, Scope of Work, Specifications, Item 4.2 is being amended to replace with the following:

Weight: The weight capacity for the Hi-Low Bed shall be up to 350 lbs. and for the Bariatric bed shall be up to 500lbs.

5. The RFP, Scope of Work, Specifications, Item 4.4 is being amended to replace with the following:

- a. The High-Low beds shall weigh residents lying in the bed in all positions up to 350lbs. and Bariatric beds shall weigh up to 500lbs.
- b. Built-in or as an added feature.


6. The RFP, Scope of Work, Specifications, Item 4.13 is being amended to add the following:

- g. The mattress shall provide effective alternating pressure relief with automatic adjustment to the weight, size and position of the resident, ensuring optimum pressure relief and comfort.

7. The RFP, Price Sheet will be replaced with the Price Sheets on Amendment #2, pages 3 through 5.

8. The RFP, Scope of Work, Requirements, Section 5 will be amended to add the following:

- 5.12. **Pricing:** The Contractor shall provide pricing on Amendment #2, pages 3 through 5 for the following beds: (The Contractor has the option to propose pricing for an additional bed for ADVS. The additional bed must meet the specification stated in the RFP and Solicitation Amendments)
 - a. Hi-Low Bed with a scale.
 - b. Hi-Low Bed without a scale.
 - c. Bariatric Bed with scale.

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Price Sheet for Bed With Scale


Option #1

Description	Price
Beds Manufacturer _____ Model # _____	\$ _____
Mattresses Manufacturer _____ Model # _____	\$ _____
Installation	\$ _____

Option #2

Description	Price
Beds Manufacturer _____ Model # _____	\$ _____
Mattresses Manufacturer _____ Model # _____	\$ _____
Installation	\$ _____

* Note: See Section #2, paragraph 3 for ADVS proposed budget.

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Price Sheet for Bed Without Scale

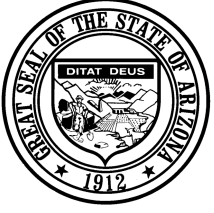
Option #1

Description	Price
Beds Manufacturer _____ Model # _____	\$ _____
Mattresses Manufacturer _____ Model # _____	\$ _____
Installation	\$ _____

Option #2

Description	Price
Beds Manufacturer _____ Model # _____	\$ _____
Mattresses Manufacturer _____ Model # _____	\$ _____
Installation	\$ _____

* Note: See Section #2, paragraph 3 for ADVS proposed budget.

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Price Sheet for Bariatric Beds With Scale

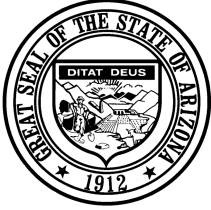
Option #1

Description	Price
Bed Manufacturer _____ Model # _____	\$ _____ _____
Mattresses Manufacturer _____ Model # _____	\$ _____ _____
Installation	\$ _____ _____

Option #2

Description	Price
Bed Manufacturer _____ Model # _____	\$ _____ _____
Mattresses Manufacturer _____ Model # _____	\$ _____ _____
Installation	\$ _____ _____

* Note: See Section #2, paragraph 3 for ADVS proposed budget.



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All other provisions shall remain unchanged.

Vendor hereby acknowledges receipt and
understanding of above amendment

Signature

Date

Name and Title:

Name of Company:

The above referenced Solicitation Amendment
is hereby executed this _____ day of _____,
2008 in Phoenix, Arizona.

Signature

Name: Tammy Vogel

Title: Purchasing Officer